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Message Text

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PAGE 01 MOSCOW 19897 211652Z
ACTION EUR-12

INFO OCT-01 NEA-10 ISO-00 EB-07 /030 W
---------- 082504 /43
R 211443Z DEC 76
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 2333
INFO USDOC WASHDC
AMEMBASSY OTTAWA
AMEMBASSY TEL AVIV

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TEL AVIV FOR AMBASSADOR

USDOC FOR BEWT/USSR AND TDAD

E.O. 11652: N/A
TAGS: ETRD, EMIN, UR, US
SUBJECT: SECOND GROUP OF U.S. FIRMS COMPETING FOR SOVIET STEEL PLANT CONTRACTS WORTH DOLS 200 MILLION

REF: MOSCOW 18035

1. G.W. CLARK, GENERAL SALES MANAGER-INTERNATIONAL, WEAN UNITED, INC., CONFIRMED TO COMOFF DEC. 20 THAT HIS PITTSBURGH-BASED COMPANY IS ALSO COMPETING FOR SOVIET SILICON STEEL PLANT CONTRACTS SOUGHT BY AETNA-STANDARD (REFTEL). UNDER WEAN'S PROPOSAL EQUIPMENT FOR ONE PLANT WOULD BE EXPORTED FROM CANADA WITH AID OF EDC CREDITS, BUT CANADIAN PRODUCTION CAPACITY LIMITATIONS WILL PROBABLY FORCE COMPANY TO OFFER U.S. EQUIPMENT FOR SECOND WITH COMMERCIAL CREDITS. LIKE AETNA-STANDARD, WEAN IS OFFERING ELECTRIC FURNACE HEAT TREATING LINES, GE CONTROLS AND ALLEGNENY LUDLUM TECHNOLOGY.

2. CLARK ESTIMATED THAT AT LEAST ONE CONTRACT WILL BE SIGNED
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IN SECOND QUARTER OF 1977. SOVIET SOURCE HAD TOLD HIM THAT THERE IS NO EUROPEAN COMPETITION FOR PROJECTS AS MINISTRY PREFERS U.S. TECHNOLOGY, AND HE WAS UNAWARE OF JAPANESE COMPETITION. HOWEVER, AETNA-STANDARD EXECUTIVE TOLD COMOFF DURING "STEEL 76" SEMINAR THAT NIPPON STEEL MAY SUBMIT PROPOSAL BASED ON ARMCO TECHNOLOGY.

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Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, BUSINESS FIRMS, CONTRACTS, INDUSTRIAL PLANTS, STEELS
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Draft Date: 21 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
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Disposition Authority: ellisoob
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
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To: STATE
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